# Africa's Missing Link To Success - A Successful Working Model



AGRF 2019 was kind to me and Biofeed's team, as seen below.



Dr. Nimrod with the Hon. Minister of Agriculture Dr. Owusu Afriyie Akoto, and Hon. Ms. Shani Cooper-Zubida, the Ambassador of Israel to Ghana.

AGRF 2019 was dealing with Africa's agriculture challenges, offering digitization of it, as a way out.

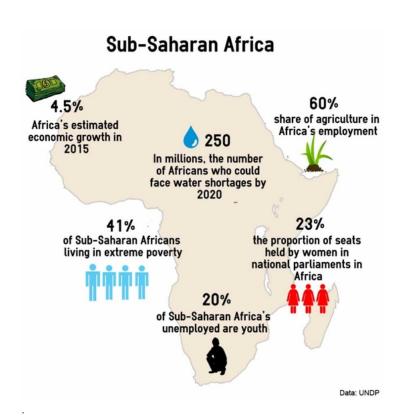


AGRF 2019 main theme was - Grow Digital.

However, Africa's problems are deeper, more fundamental and real. Digitization is not the answer.

## **What Problems?**

Many.



However, the economic ones are the most pressing.

To challenge and overcome those fundamental problems Africa must keep focused.

Anything else is – defocus!

## **How Do You Start Solving A Fundamental Problem?**

The challenge of Africa is developing **A Successful Action Model** for its agriculture and economic development! Technology is not the ultimate answer here.

That is, there are many models, many attempts, but the number of failures is nearly as high. No one talks about the failures, so it repeats itself.

The ones who benefit the most are the huge multinational companies that continue to market products and models that did not work 50 years ago, not 40 years ago, and does not work now as well.

Huge economic forces benefit from the current situation and therefore are willing to invest in keeping it as is.

On the other hand, many good people and organizations want and work vigorously to change (and improve) the current situation.

They understand the awful price of leaving things as they are.

They understand the true cost of aid, free funds, charity, donations, gifts, loans that you cannot repay, the infield not satisfactory results, absence from the international markets, etc.

This is what truly is preventing the progress of the African economy. A true economy is built on true income, true profits and lives off what it produces.

#### The First Step Toward A Success Model

If Africa's 'missing link' to success is a 'working model', then imagine how glad I was to see a full session dedicated to presenting a Case Study of the 'Israeli (Successful) Model';

"How Israel became a world leader in agricultural and water; Insights for today's developing countries".

Tony Blair Institute for Global Change (TBI), AGRA, and the Volcanic Center (Israel) presented the case study.

#### Why Is This Case Study So Important for Africa's Future?

To produce successful agriculture and economy, you need kind of "how to do it" Blueprint and you need a proper partner who can lead you toward such success.

The 'Israeli Model' may be exactly that Blueprint, which we are looking for and the initiative of Biofeed *Green Valley* we propose is the partnership you can get.

The presentation of the 'Israeli Model' by TBI, AGRA and the Volcanic Center as a role model is a good start and a bright spot for African countries agriculture Road Map.

The 'Israeli Model' presents a country that just 70 years ago began with 'nothing', but within 20 years has gained the status of a market leader in agriculture.

Understanding the processes that helped make this happen is a critical step in building a suitable model for Africa.

Naturally, the 'African Model' will not be similar to the 'Israeli Model' and will require changes, adaptations, and special infield adjustments.

# Green Valley National Export Project (GVNEP) - Feet On The Ground Approach

Biofeed has achieved extraordinary achievements and became a global leader in fruit fly control; a field which is desperately needed for the export of high-quality fruits and vegetables.

Nevertheless, I believe that appropriate technology is a 'necessary condition' for promoting agriculture and the economy, but is not 'sufficient' to create a successful agri-industry and influence the national economy.

For that reason, I see a focus on digitization of agriculture as one of the tools, but for sure not the solution and not the major change needed at this time.

The change will come from a deep and substantive understanding of the farmer's, their wishes, their fears, their way of doing things, education, partnership... and then harnessing all this to promote the agriculture and influence on the economy.

You can do this when you have a clear view and understanding of the Blueprint of Economic Model or Business Model that you wish to follow for success.

#### A Successful Model & Implementation

Africa needs a sustainable business model to jumpstart its agriculture and its economy.

As it is now, leveraging African agriculture to the status of Agriculture Market Leader may take hundreds of years.

However, by using the Green Valley National Export Project (GVNEP) model we may be able to achieve it within a few years.

We expect to increase fresh fruit exports by no less than 1,000% within the first 5 years, and become a World Leader within as few as 20 to 30 years.

*GVNEP* is a holistic economic model based on the 'Israeli Model' to advance the African agri-based economies.

The *GVNEP* model incorporates many components from the 'Israeli Model', those components were tested and have been proven successful in use.

By doing so the *GVNEP* model is shortening the time from *Planning to Implementation* and also is increasing significantly the rate of success.

*GVNEP* model is a realistic, effective, proven working model for developing Africa's agriculture.

GVNEP model is critical for Africa's prosperity, and for converting it into a World Leader in the field of agriculture and the production of high-quality fruits.

I consider it both, as a privilege and as a duty, to contribute from Biofeed's knowledge and capabilities to the advancement of the world's farmers.

This is all in the spirit of the company's vision to promote farmers and agriculture while providing more and better quality food and better prosperity to the entire population.

For a greener world Free of sprays Full of joy

See you soon,

Nimrod



# Better produce... Better future... Biofeed...

## P.S.

I decided to stay for 2 more days in Accra. Now that AGRF 2019 is over, feel free to set a meeting with me. Send me an email, and if possible I will be happy to set a meeting you.

#### P.P.S.

How do I become a Biofeed Green Valley member?

There are several necessary steps before we can launch a *Green Valley National Export Project* in your country. These steps include:

1. Biofeed *FreeDome* regulation, adjustment to specific market needs, conditions, and marketing.

- 2. Direct contact with the country central government for the establishment of a Biofeed-Government direct link, and creation of a joint work plan according to the government's vision and commitment.
- 3. Launch of the *Green Valley* program

That is it; easy and fast! Isn't it simple with wonderful results?!

#### P.P.P.S.

It is good to keep in mind that -

- 1. Biofeed Green Valley focuses on National Projects.
- 2. Biofeed *Green Valley* is about promoting **exports** of high quality produce to high-value markets.
- 3. *Green Valley* is not a charity program. It is **business-oriented**, which is exactly why it will do well for all involved and mainly for the growers.
- Green valley by combining the needs of countries to advance their agriculture and by providing education and partnership brings an added value to all and offers fulfillment of the world food market-demand for more, highquality, fresh fruits.
- 5. In *Green Valley*, we add the Israeli experience and ability to assist farmers to grow higher-yields and higher-quality.

But that is not all.

3. *Green Valley* emphasizes and focuses on growing (mainly) for Export Markets, so the exporting countries will also see a flow of foreign currency, which is so needed for the developing economy.

Find here link to some more information about Biofeed *FreeDome* and Biofeed *Green Valley* >> link < <.

#### **P.P.P.S.** - Frequent asked questions (FAQ) –

\* Will I need to pay before start marketing? Yes. Regulation and Marketing takes time and costs money. Besides, there is a payment to Biofeed according to our standard distribution agreement. Although Biofeed's investment in time, knowhow and goods is substantial, you practically get it for free and the only payment to Biofeed is for future goods order.

- \* How much time does it take until the regulation is over? Well. That varies between different countries. Our shortest experience is 4 months only, but in some places, it may take years. Still, there are countries where wide infield testing and education is allowed during the registration process. We recommend you to find out the situation in your country before contacting us.
- \* I have no prior experience as a distributor; can I still be your distributor in my country? Yes. Biofeed unique method of marketing and distributing enables investors to collaborate with us even with no prior experience as distributors.
- \* I have no money. Can I serve as Biofeed's distributor? Yes, if you manage to get the required financing that is required.
- \* I want to know more about your technology and results... >> link <<.

You can contact me on <u>LinkedIn</u> / <u>YouTube</u> / <u>Facebook</u> or a return email.

If you enjoyed it, share it with a friend who may enjoy it too.

Sent to nisraely@biofeed.co.il by nisraely@biofeed.co.il

Sender: Dr. Nimrod Israely Sender's address: Kfar Truman

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<sup>\*</sup> Change begins with a decision that the existing reality is a choice and not a decree of fate \*